



**Cellebrite**

Digital intelligence  
for a safer world

**Investor Kit Fourth Quarter 2021**



Cellebrite DI Ltd. Condensed and Consolidated -  
(U.S. Dollars in thousands, except share and per share data)

	FY 2019	FY 2020				FY 2020	FY 2021				FY 2021
	Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec
		31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep	31-Dec	
<b>Revenue:</b>											
Subscription services and technical support	\$ 81,505	\$ 22,597	\$ 24,405	\$ 25,841	\$ 27,771	\$ 100,614	\$ 28,974	\$ 29,870	\$ 30,046	\$ 31,999	\$ 120,889
Term-license	5,142	2,926	6,763	9,163	10,279	29,131	11,547	11,588	21,205	18,088	62,428
Total subscription	86,647	25,523	31,168	35,004	38,050	129,745	40,521	41,458	51,251	50,087	183,317
Perpetual license and other	59,175	7,960	10,506	11,838	11,832	42,136	7,743	10,382	6,657	9,387	34,169
Professional services	26,032	5,251	4,096	6,399	7,286	23,032	5,019	7,328	7,979	8,434	28,760
<b>Total revenue</b>	<b>171,854</b>	<b>38,734</b>	<b>45,770</b>	<b>53,241</b>	<b>57,168</b>	<b>194,913</b>	<b>53,283</b>	<b>59,168</b>	<b>65,887</b>	<b>67,908</b>	<b>246,246</b>
<b>Cost of revenue:</b>											
Subscription services and technical support	6,585	2,195	2,268	2,278	2,054	8,795	2,482	2,192	2,650	2,045	9,369
Term-license	189	137	222	577	773	1,709	357	538	651	753	2,299
Perpetual license and other	10,049	2,423	2,117	1,930	2,900	9,370	1,060	1,816	2,282	4,659	9,817
Professional services	19,000	4,884	3,612	4,716	4,793	18,005	4,300	5,522	6,371	4,879	21,072
<b>Total cost of revenue</b>	<b>35,823</b>	<b>9,639</b>	<b>8,219</b>	<b>9,501</b>	<b>10,520</b>	<b>37,879</b>	<b>8,199</b>	<b>10,068</b>	<b>11,954</b>	<b>12,336</b>	<b>42,557</b>
Gross profit	136,031	29,095	37,551	43,740	46,648	157,034	45,084	49,100	53,933	55,572	203,689
<b>Operating expenses:</b>											
Research and development, net	46,573	13,005	13,702	12,899	14,771	54,377	14,893	15,388	16,427	18,833	65,541
Selling and marketing	61,610	15,336	13,044	15,162	17,763	61,305	16,518	18,509	20,123	21,239	76,389
General and administrative	25,334	7,252	9,140	6,696	8,357	31,445	9,286	6,982	20,475	11,194	47,937
Other	4,034			689	689	689					
<b>Total operating expenses</b>	<b>137,551</b>	<b>35,593</b>	<b>35,886</b>	<b>34,757</b>	<b>41,580.0</b>	<b>147,816</b>	<b>40,697.0</b>	<b>40,879.0</b>	<b>57,025.0</b>	<b>51,266.0</b>	<b>189,867.0</b>
<b>Operating income (loss)</b>	<b>(1,520)</b>	<b>(6,498)</b>	<b>1,665</b>	<b>8,983</b>	<b>5,068</b>	<b>9,218</b>	<b>4,387</b>	<b>8,221</b>	<b>(3,092)</b>	<b>4,306</b>	<b>13,822</b>
Financial income, net	2,935	142	1,015	417	605	2,179	366	496	17,812	49,809	68,483
<b>Income (loss) before taxes on Income</b>	<b>1,415</b>	<b>(6,356)</b>	<b>2,680</b>	<b>9,400</b>	<b>5,673</b>	<b>11,397</b>	<b>4,753</b>	<b>8,717</b>	<b>14,720</b>	<b>54,115</b>	<b>82,305</b>
Taxes on income	3,291	901	717	1,279	2,719	5,616	1,163	921	6,581	2,244	10,909
<b>Net Income (loss)</b>	<b>\$ (1,876)</b>	<b>\$ (7,257)</b>	<b>\$ 1,963</b>	<b>\$ 8,121</b>	<b>\$ 2,954</b>	<b>\$ 5,781</b>	<b>\$ 3,590</b>	<b>\$ 7,796</b>	<b>\$ 8,139</b>	<b>\$ 51,871</b>	<b>\$ 71,396</b>
Diluted net earnings (loss) per share	\$ (0.08)	\$ (0.09)	\$ (0.01)	\$ 0.03	\$ (0.01)	\$ (0.08)	\$ (0.001)	\$ 0.02	\$ 0.05	\$ 0.25	\$ 0.44
Pro-forma weighted average number of shares used to compute diluted net earnings per share	121,560,817	128,486,397	123,337,827	157,968,025	123,773,763	123,696,624	130,077,090	125,404,745	163,348,212	199,082,479	161,538,579
Gross margin	79.2%	75.1%	82.0%	82.2%	81.6%	80.6%	84.6%	83.0%	81.9%	81.8%	82.7%
R&D % of total revenue	27.1%	33.6%	29.9%	24.2%	25.8%	27.9%	28.0%	26.0%	24.9%	27.7%	26.6%
S&M % of total revenue	35.9%	39.6%	28.5%	28.5%	31.1%	31.5%	31.0%	31.3%	30.5%	31.3%	31.0%
G&A % of total revenue	2.3%	18.7%	20.0%	12.6%	14.6%	0.4%	17.4%	11.8%	31.1%	16.5%	19.5%
Total Operating Expenses % of total revenues	80.0%	91.9%	78.4%	65.3%	71.5%	75.8%	76.4%	69.1%	86.5%	75.5%	77.1%
Operating margin	-0.9%	-16.8%	3.6%	16.9%	10.1%	4.7%	8.2%	13.9%	-4.7%	6.3%	5.6%
Tax rate	232.6%	-14.2%	26.8%	13.6%	47.9%	49.3%	24.5%	10.6%	44.7%	4.1%	13.3%
Net margin	-1.1%	-18.7%	4.3%	15.3%	6.4%	3.0%	6.7%	13.2%	12.4%	76.4%	29.0%

Note: This document should be read in conjunction with the Company's SEC Filings.



	FY 2020					FY 2021					
	Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec
		31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep	31-Dec	
<b>Cellebrite DI Ltd. Condensed and Consolidated -</b>											
(U.S. Dollars in thousands, except share and per share amounts)											
<b>Revenue:</b>											
Subscription services and technical support	\$ 81,505	\$ 22,597	\$ 24,405	\$ 25,841	\$ 27,771	\$ 100,614	\$ 28,974	\$ 29,870	\$ 30,046	\$ 31,999	\$ 120,889
Term-license	5,142	2,926	6,763	9,163	10,279	29,131	11,547	11,588	21,205	18,088	62,428
Total subscription	86,647	25,523	31,168	35,004	38,050	129,745	40,521	41,458	51,251	50,087	183,317
Perpetual license and other	59,175	7,960	10,506	11,838	11,832	42,136	7,743	10,382	6,657	9,387	34,169
Professional services	26,032	5,251	4,096	6,399	7,286	23,032	5,019	7,328	7,979	8,434	28,760
<b>Total revenue</b>	<b>171,854</b>	<b>38,734</b>	<b>45,770</b>	<b>53,241</b>	<b>57,168</b>	<b>194,913</b>	<b>53,283</b>	<b>59,168</b>	<b>65,887</b>	<b>67,908</b>	<b>246,246</b>
<b>Cost of revenue:</b>											
Subscription services and technical support	6,469	2,176	2,252	2,257	2,031	8,716	2,460	2,170	2,610	2,130	9,369
Term-license	189	137	222	577	773	1,709	357	538	651	754	2,300
Perpetual license and other	10,049	2,423	2,117	1,930	2,900	9,370	1,060	1,816	2,282	4,655	9,813
Professional services	18,926	4,861	3,541	4,658	4,722	17,781	4,245	5,474	6,253	4,726	20,697
<b>Total cost of revenue</b>	<b>35,633</b>	<b>9,597</b>	<b>8,131</b>	<b>9,422</b>	<b>10,426</b>	<b>37,576</b>	<b>8,121</b>	<b>9,997</b>	<b>11,795</b>	<b>12,265</b>	<b>42,179</b>
Gross profit	136,222	29,137	37,639	43,819	46,742	157,337	45,162	49,171	54,092	55,643	204,067
<b>Operating expenses:</b>											
Research and development, net	45,361	12,366	12,355	11,863	13,745	50,329	13,727	14,125	14,912	17,376	60,140
Selling and marketing	58,641	14,320	12,848	13,664	16,829	57,660	15,257	17,206	18,286	21,654	72,403
General and administrative	16,946	5,332	5,155	5,707	6,626	22,820	5,983	6,386	7,426	8,861	28,656
<b>Total operating expenses</b>	<b>120,949</b>	<b>32,018</b>	<b>30,358</b>	<b>31,234</b>	<b>37,200</b>	<b>130,809</b>	<b>34,967</b>	<b>37,716</b>	<b>40,623</b>	<b>47,891</b>	<b>161,199</b>
<b>Non-GAAP operating income (loss)</b>	<b>15,273</b>	<b>(2,881)</b>	<b>7,281</b>	<b>12,585</b>	<b>9,543</b>	<b>26,528</b>	<b>10,195</b>	<b>11,454</b>	<b>13,468</b>	<b>7,752</b>	<b>42,868</b>
Financial income, net	2,935	142	1,015	417	605	2,179	366	496	17,812	49,809	68,483
<b>Income (loss) before taxes on income</b>	<b>18,208</b>	<b>(2,739)</b>	<b>8,296</b>	<b>13,002</b>	<b>10,148</b>	<b>28,707</b>	<b>10,561</b>	<b>11,950</b>	<b>31,280</b>	<b>57,561</b>	<b>111,352</b>
Taxes on income	3,291	901	717	1,279	2,719	5,616	1,163	921	6,581	2,244	10,909
Income tax adjustment	866	(78)	(417)	(207)	(441)	(1,142)	(804)	(154)	(1,210)	498	(1,670)
One time tax expense	-	-	-	-	-	-	-	-	7,067	-	7,067
Finance expenses (income)	-	-	-	-	-	-	-	-	(17,252)	(50,621)	(67,873)
<b>Non-GAAP net income (loss)</b>	<b>\$ 15,783</b>	<b>\$ (3,718)</b>	<b>\$ 7,162</b>	<b>\$ 11,516</b>	<b>\$ 6,988</b>	<b>\$ 21,949</b>	<b>\$ 8,594</b>	<b>\$ 10,876</b>	<b>\$ 13,304</b>	<b>\$ 5,194</b>	<b>\$ 37,967</b>
Diluted net earnings (loss) per share	\$ 0.13	\$ (0.03)	\$ 0.06	\$ 0.07	\$ 0.06	\$ 0.18	\$ 0.07	\$ 0.09	\$ 0.08	\$ 0.03	\$ 0.24
Pro-forma weighted average number of shares used to compute diluted net earnings per share	121,560,817	128,486,397	123,337,827	157,968,025	123,773,763	123,696,624	130,077,090	125,404,745	163,348,212	199,082,479	161,538,579
Gross margin	79.3%	75.2%	82.2%	82.3%	81.8%	80.7%	84.8%	83.1%	82.1%	81.9%	82.9%
R&D % of total revenue	26.4%	31.9%	27.0%	22.3%	24.0%	25.8%	25.8%	23.9%	22.6%	25.6%	24.4%
S&M % of total revenue	34.1%	37.0%	28.1%	25.7%	29.4%	29.6%	28.6%	29.1%	27.8%	31.9%	29.4%
G&A % of total revenue	9.9%	13.8%	11.3%	10.7%	11.6%	11.7%	11.2%	10.8%	11.3%	13.0%	11.6%
Total Operating Expenses % of total revenues	70.4%	82.7%	66.3%	58.7%	65.1%	67.1%	65.6%	63.7%	61.7%	70.5%	65.5%
Operating margin	8.9%	-7.4%	15.9%	23.6%	16.7%	13.6%	19.1%	19.4%	20.4%	11.4%	17.4%
Tax rate	13.3%	-35.7%	13.7%	11.4%	31.1%	23.5%	18.6%	9.0%	47.5%	3.0%	17.6%
Net margin	9.2%	-9.6%	15.6%	21.6%	12.2%	11.3%	16.1%	18.4%	20.2%	7.6%	15.4%

Note: This document should be read in conjunction with the Company's SEC Filings.



Cellebrite DI Ltd. Condensed and Consolidated - Balance Sheets  
(U.S. Dollars in thousands)

**ASSETS**

**Current Assets**

	FY 2019				FY 2020				FY 2021			
	Yr Ended 31-Dec	Quarter Ended			Yr Ended 31-Dec	Quarter Ended			Yr Ended 31-Dec	Quarter Ended		
	31-Mar	30-Jun	30-Sep		31-Mar	30-Jun	30-Sep		31-Mar	30-Jun	30-Sep	
Cash and cash equivalents	\$ 76,546	\$ 66,265	\$ 41,251	\$ 113,020	\$ 128,709	\$ 134,838	\$ 166,286	\$ 109,886	\$ 145,973			
Restricted cash	5,137	5,129	5,141	5,138	5,137	5,127	5,107	-	-			
Short-term deposits	123,706	101,709	147,862	91,875	108,928	101,421	79,848	61,801	35,592			
Trade receivables	44,237	41,875	41,276	59,807	66,324	59,585	52,283	76,215	67,505			
Prepaid expenses and other current assets	6,234	7,257	6,804	7,298	7,439	7,370	9,919	14,055	12,818			
Contract acquisition costs	2,063	2,168	2,382	2,629	2,979	3,122	3,761	4,563	4,813			
Inventories	3,960	4,452	5,021	4,624	4,754	4,865	4,857	4,808	6,511			
<b>Total current assets</b>	<b>261,883</b>	<b>228,855</b>	<b>249,737</b>	<b>284,391</b>	<b>324,270</b>	<b>316,328</b>	<b>322,061</b>	<b>271,328</b>	<b>273,212</b>			

**Non-current assets**

Other non-current assets	447	345	237	204	565	2,314	4,872	179	1,958
Deferred tax assets, net	3,086	4,213	3,797	3,419	7,372	8,265	8,114	9,475	9,800
Property and equipment, net	14,824	15,975	16,668	16,599	16,106	16,285	16,608	16,392	16,756
Intangible assets, net	-	7,771	7,385	6,998	6,611	6,225	8,788	8,312	11,228
Goodwill	-	9,463	9,463	9,463	9,463	9,463	9,463	9,463	26,829
<b>Total non-current assets</b>	<b>18,357</b>	<b>37,767</b>	<b>37,550</b>	<b>36,683</b>	<b>40,117</b>	<b>42,552</b>	<b>47,845</b>	<b>43,821</b>	<b>66,571</b>

**Total Assets**

<b>Total Assets</b>	<b>\$ 280,240</b>	<b>\$ 266,622</b>	<b>\$ 287,287</b>	<b>\$ 321,074</b>	<b>\$ 364,387</b>	<b>\$ 358,880.00</b>	<b>\$ 369,906.00</b>	<b>\$ 315,149.00</b>	<b>\$ 339,783</b>
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Liabilities, redeemable convertible preferred shares and shareholders' equity (deficiency)

**Current Liabilities**

Trade payables	\$ 5,360	\$ 5,554	\$ 3,910	\$ 2,985	\$ 4,727	\$ 4,525	\$ 4,419	\$ 5,756	\$ 9,546
Other accounts payable and accrued expenses	24,338	23,884	29,148	36,137	49,112	39,431	44,448	51,732	54,044
Deferred revenues	69,462	68,960	77,190	90,860	105,543	103,950	102,327	115,017	122,983
<b>Total current liabilities</b>	<b>99,160</b>	<b>98,398</b>	<b>110,248</b>	<b>129,982</b>	<b>169,382</b>	<b>147,906</b>	<b>151,194</b>	<b>172,505</b>	<b>186,573</b>

**Long-term Liabilities**

Liability for employees' severance benefits	429	418	428	430	366	356	363	363	375
Other long term liabilities	1,690	3,123	4,813	26,128	6,191	6,344	6,538	6,652	9,164
Long-term deferred revenues	18,928	19,406	22,426	5,560	33,439	34,900	33,038	34,398	36,426
Restricted Sponsor Shares liability	-	-	-	-	-	-	-	55,893	44,712
Price Adjustment Shares liability	-	-	-	-	-	-	-	103,338	79,404
Derivative warrant liabilities	-	-	-	-	-	-	-	71,984	56,478
<b>Total long-term liabilities</b>	<b>21,047</b>	<b>22,947</b>	<b>27,667</b>	<b>32,118</b>	<b>39,996</b>	<b>41,600</b>	<b>39,939</b>	<b>272,628</b>	<b>226,559</b>

**Total Liabilities**

<b>Total Liabilities</b>	<b>\$ 120,207</b>	<b>\$ 121,345</b>	<b>\$ 137,915</b>	<b>\$ 162,100</b>	<b>\$ 199,378</b>	<b>\$ 189,506.00</b>	<b>\$ 191,133.00</b>	<b>\$ 445,133.00</b>	<b>\$ 413,132</b>
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**Redeemable convertible preferred shares**

Redeemable convertible preferred shares	101,205	101,205	101,205	101,205	101,205	\$ 101,205.00	\$ 101,205.00	-	-
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**Shareholders' equity (deficiency)**

Share capital	* -	* -	* -	* -	* -	* -	* -	* -	* -
Additional paid-in capital	25,463	27,285	29,369	31,194	34,226	35,925	37,815	(156,339)	(153,072)
Treasury stock, NIS 0.00001 par value; 41,776 ordinary shares	-	-	(85)	(85)	(85)	(85)	(85)	(85)	(85)
Accumulated other comprehensive income	804	1,482	1,617	1,273	1,321	397	110	(78)	1,372
Retained earnings	32,561	15,305	17,266	25,387	28,342	31,932	39,728	26,518	78,436
<b>Total shareholders' equity (deficiency)</b>	<b>58,828</b>	<b>44,072</b>	<b>48,167</b>	<b>57,769</b>	<b>63,804</b>	<b>68,169</b>	<b>77,568</b>	<b>(129,984)</b>	<b>(73,349)</b>

<b>Total liabilities, redeemable convertible preferred shares and shareholders' equity (deficiency)</b>	<b>\$ 280,240</b>	<b>\$ 266,622</b>	<b>\$ 287,287</b>	<b>\$ 321,074</b>	<b>\$ 364,387</b>	<b>\$ 358,880.00</b>	<b>\$ 369,906.00</b>	<b>\$ 315,149.00</b>	<b>\$ 339,783</b>
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\* Less than US\$ 1.

Note: This document should be read in conjunction with the Company's SEC Filings.



**Cellebrite DI Ltd. Condensed and Consolidated - Quarterly US GAAP Cash Flows**  
(U.S. Dollars in thousands - unaudited)

	FY 2019	FY 2020					FY 2021				
	Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec
		31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep	31-Dec	
<b>Cash flows from operating activities:</b>											
<b>Net income (loss)</b>	\$ (1,876)	\$ (7,257)	\$ 1,963	\$ 8,121	\$ 2,954	\$ 5,781	\$ 3,590	\$ 7,796	\$ 8,139	\$ 51,871	\$ 71,396
Adjustments to reconcile net income to net cash provided by (used in) operating activities:											
Employees' stock option compensation and RSU's	12,759	1,822	2,084	1,825	1,540	7,271	1,699	1,703	1,417	1,661	6,480
Depreciation and amortization	4,079	1,151	1,506	1,689	1,533	5,879	1,482	1,698	2,097	1,814	7,091
Deferred income taxes	(1,667)	506	417	378	(4,119)	(2,818)	(703)	134	(1,338)	269	(1,638)
Revaluation of derivative warrants	-	-	-	-	-	-	-	-	3,539	(15,506)	(11,967)
Revaluation of earn out shares	-	-	-	-	-	-	-	-	(20,791)	(35,115)	(55,906)
Other	-	-	-	-	689	689	-	-	-	-	-
Increase (decrease) in liability for severance benefits, net	131	(11)	10	2	(64)	(63)	(10)	7	2	11	10
Decrease (increase) in trade receivables	(12,220)	3,466	659	(18,259)	(5,597)	(19,731)	6,237	7,472	(24,357)	8,690	(1,958)
Increase (decrease) in deferred revenue	15,841	558	10,789	16,255	20,136	47,738	1,248	(3,940)	15,344	9,152	21,804
Decrease (increase) in other non-current assets	(3,141)	(24)	12	33	314	335	(1,749)	(2,559)	4,693	(1,779)	(1,394)
Decrease (Increase) in in prepaid expenses and other current assets	(27)	(626)	881	(401)	(193)	(339)	(2,009)	(3,149)	(5,687)	2,541	(8,304)
Decrease (Increase) in inventories	794	(429)	(567)	403	(100)	(693)	(138)	15	36	(1,711)	(1,798)
Increase (decrease) in trade payables	974	(193)	(1,898)	(1,009)	1,667	(1,433)	(59)	(235)	1,494	2,955	4,155
Increase (decrease) in other accounts payable and accrued expenses	(158)	(3,983)	6,924	6,852	12,656	22,449	(9,523)	4,953	7,249	2,428	5,107
Increase in other long-term liabilities	644	-	-	747	698	1,445	153	194	116	2,511	2,974
<b>Net cash provided by (used in) operating activities</b>	<b>16,133</b>	<b>(5,020)</b>	<b>22,780</b>	<b>16,636</b>	<b>32,114</b>	<b>66,510</b>	<b>218</b>	<b>14,089</b>	<b>(8,047)</b>	<b>29,792</b>	<b>36,052</b>
<b>Cash flows from investing activities:</b>											
Purchase of property and equipment	(6,209)	(1,998)	(1,629)	(1,162)	(1,392)	(6,181)	(1,308)	(1,546)	(1,479)	(778)	(5,111)
Payment related to business combination, net of cash acquired	-	(15,046)	-	-	-	(15,046)	-	-	-	(20,000)	(20,000)
Assets acquisition	-	-	-	-	-	-	-	(3,000)	-	-	(3,000)
Short term deposits, net	(40,513)	21,997	(46,153)	55,986	(17,052)	14,778	7,507	21,573	18,047	26,210	73,337
<b>Net cash provided by (used in) investing activities</b>	<b>(46,722)</b>	<b>4,953</b>	<b>(47,782)</b>	<b>54,824</b>	<b>(18,444)</b>	<b>(6,449)</b>	<b>6,199</b>	<b>17,027</b>	<b>16,568</b>	<b>5,432</b>	<b>45,226</b>
<b>Cash flows from financing activities:</b>											
Repurchase of common shares	(808)	-	(85)	-	-	(85)	-	-	-	-	-
Proceeds from recapitalization transaction, net	-	-	-	-	-	-	-	-	29,298	-	29,298
Payment of dividend	(25,000)	(10,000)	-	-	-	(10,000)	-	-	(100,000)	-	(100,000)
Exercise of options to shares	101,346	-	-	1,492	1,492	1,492	-	187	1,174	944	2,305
<b>Net cash provided by (used in) financing activities</b>	<b>75,538</b>	<b>(10,000)</b>	<b>(85)</b>	<b>-</b>	<b>1,492</b>	<b>(8,593)</b>	<b>-</b>	<b>187</b>	<b>(69,528)</b>	<b>944</b>	<b>(68,397)</b>
<b>Net increase (decrease) in cash and cash equivalents and restricted cash</b>	<b>44,949</b>	<b>(10,067)</b>	<b>(25,087)</b>	<b>71,460</b>	<b>15,162</b>	<b>51,468</b>	<b>6,417</b>	<b>31,303</b>	<b>(61,007)</b>	<b>36,168</b>	<b>12,881</b>
Net effect of Currency Translation on cash and cash equivalents	(67)	(222)	85	306	526	695	(298)	125	(500)	(81)	(754)
Cash and cash equivalents and restricted cash at beginning of period	36,801	81,683	71,394	46,392	118,158	81,683	133,846	139,965	171,393	109,886	133,846
<b>Cash and cash equivalents and restricted cash at end of period</b>	<b>\$ 81,683</b>	<b>\$ 71,394</b>	<b>\$ 46,392</b>	<b>\$ 118,158</b>	<b>\$ 133,846</b>	<b>\$ 133,846</b>	<b>\$ 139,965</b>	<b>\$ 171,393</b>	<b>\$ 109,886</b>	<b>\$ 145,973</b>	<b>\$ 145,973</b>
<b>Supplemental cash flow information:</b>											
Cash paid for taxes	\$ 3,000	\$ 149	\$ 484	\$ 699	\$ 1,579	\$ 2,911	\$ 3,407	\$ 2,254	\$ 738	\$ 1,758	\$ 8,157
Purchase of property and equipment on suppliers' credit	\$ 263	\$ 107	\$ 88	\$ 58	\$ (81)	\$ 172	\$ 165	\$ 19	\$ (119)	\$ 749	\$ 814

Note: This document should be read in conjunction with the Company's SEC Filings.



	FY 2019	FY 2020				FY 2021					
	Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec	Quarter Ended				Yr Ended 31-Dec
		31-Mar	30-Jun	30-Sep	31-Dec		31-Mar	30-Jun	30-Sep	31-Dec	
<b>GAAP to Non-GAAP Reconciliations</b> (U.S. Dollars in thousands, except share and per share data)											
<b>GAAP operating income (loss)</b>	\$ (1,520)	\$ (6,498)	\$ 1,665	\$ 8,983	\$ 5,068	\$ 9,218	\$ 4,387	\$ 8,221	\$ (3,092)	\$ 4,306	\$ 13,822
One-time expense	4,034	-	1,519	-	-	1,519	-	-	-	-	-
Issuance expenses	-	-	-	-	-	-	-	-	11,834	-	11,834
Dividend participation compensation	-	-	-	-	-	-	-	-	966	-	966
Share based compensation expense	12,759	1,822	2,084	1,825	1,540	7,271	1,699	1,703	1,417	1,661	6,480
Amortization of intangible assets	-	129	387	386	387	1,289	388	435	541	607	1,972
Acquisition related costs	-	1,666	1,626	1,391	1,859	6,542	3,721	1,095	1,802	1,177	7,795
Capital loss from FA disposal	-	-	-	-	689	689	-	-	-	-	-
<b>Non-GAAP operating income (loss)</b>	<b>\$ 15,273</b>	<b>\$ (2,881)</b>	<b>\$ 7,281</b>	<b>\$ 12,585</b>	<b>\$ 9,543</b>	<b>\$ 26,528</b>	<b>\$ 10,195</b>	<b>\$ 11,454</b>	<b>\$ 13,468</b>	<b>\$ 7,751</b>	<b>\$ 42,869</b>
<b>GAAP net income (loss)</b>	\$ (1,876)	\$ (7,257)	\$ 1,963	\$ 8,121	\$ 2,954	\$ 5,781	\$ 3,590	\$ 7,796	\$ 8,139	\$ 51,871	\$ 71,396
One-time expense	4,034	-	1,519	-	-	1,519	-	-	-	-	-
One-time tax expense	-	-	-	-	-	-	-	-	7,067	-	7,067
Issuance expenses	-	-	-	-	-	-	-	-	11,834	-	11,834
Dividend participation compensation	-	-	-	-	-	-	-	-	966	-	966
Share based compensation expense	12,759	1,822	2,084	1,825	1,540	7,271	1,699	1,703	1,417	1,661	6,480
Amortization of intangible assets	-	129	387	386	387	1,289	388	435	541	607	1,972
Acquisition related costs	-	1,666	1,626	1,391	1,859	6,542	3,721	1,095	1,802	1,177	7,795
Capital loss from FA disposal	-	-	-	-	689	689	-	-	-	-	-
Income tax expense	866	(78)	(417)	(207)	(441)	(1,142)	(804)	(154)	(1,210)	498	(1,670)
Finance expenses (income)	-	-	-	-	-	-	-	-	(17,252)	(50,621)	(67,873)
<b>Non-GAAP net income (loss)</b>	<b>\$ 15,783</b>	<b>\$ (3,718)</b>	<b>\$ 7,162</b>	<b>\$ 11,516</b>	<b>\$ 6,989</b>	<b>\$ 21,949</b>	<b>\$ 8,594</b>	<b>\$ 10,876</b>	<b>\$ 13,304</b>	<b>\$ 5,193</b>	<b>\$ 37,967</b>
<b>Net income (loss)</b>	\$ (1,876)	\$ (7,257)	\$ 1,963	\$ 8,121	\$ 2,954	\$ 5,781	\$ 3,590	\$ 7,796	\$ 8,139	\$ 51,871	\$ 71,396
Financial Income	(2,935)	(142)	(1,015)	(417)	(605)	(2,179)	(366)	(496)	(17,812)	(49,809)	(68,483)
Tax expenses	3,291	901	717	1,279	2,719	5,616	1,163	921	6,581	2,244	10,909
Depreciation and amortization	4,079	1,151	1,506	1,689	1,533	5,879	1,481	1,699	2,097	1,731	7,008
One-time expense	4,034	-	1,519	-	-	1,519	-	-	-	-	-
Issuance expenses	-	-	-	-	-	-	-	-	11,834	-	11,834
Dividend participation compensation	-	-	-	-	-	-	-	-	966	-	966
Share based compensation expense	12,759	1,822	2,084	1,825	1,540	7,271	1,699	1,703	1,417	1,661	6,480
Acquisition related costs	-	1,666	1,626	1,391	1,859	6,542	3,721	1,095	1,802	1,177	7,795
Capital loss from FA disposal	-	-	-	-	689	689	-	-	-	-	-
<b>Adjusted EBITDA</b>	<b>\$ 19,352</b>	<b>\$ (1,859)</b>	<b>\$ 8,400</b>	<b>\$ 13,888</b>	<b>\$ 10,689</b>	<b>\$ 31,118</b>	<b>\$ 11,288</b>	<b>\$ 12,718</b>	<b>\$ 15,025</b>	<b>\$ 8,875</b>	<b>\$ 47,904</b>

Note: This document should be read in conjunction with the Company's SEC Filings.



Cellebrite DI Ltd. - Revenues mix  
(U.S. Dollars in thousands - unaudited)

	FY 2019	FY 2020					FY 2021				
	Yr Ended 31-Dec	31-Mar	Quarter Ended		31-Dec	Yr Ended 31-Dec	31-Mar	Quarter Ended		31-Dec	Yr Ended 31-Dec
			30-Jun	30-Sep				30-Jun	30-Sep		
<b>Revenue by geography:</b>											
Americas	\$ 89,514	\$ 21,044	\$ 23,000	\$ 29,943	\$ 26,848	\$ 100,835	\$ 27,135	\$ 30,221	\$ 37,436	\$ 32,137	\$ 126,929
EMEA	55,911	12,977	13,813	17,532	21,485	65,807	19,671	19,684	21,208	27,910	88,472
APAC	26,429	4,713	8,957	5,765	8,836	28,271	6,477	9,263	7,243	7,862	30,845
Total revenue	<b>\$ 171,854</b>	<b>\$ 38,734</b>	<b>\$ 45,770</b>	<b>\$ 53,240</b>	<b>\$ 57,169</b>	<b>\$ 194,913</b>	<b>\$ 53,283</b>	<b>\$ 59,168</b>	<b>\$ 65,887</b>	<b>\$ 67,908</b>	<b>\$ 246,246</b>
<b>Revenue % of total:</b>											
Americas	52.1%	54.3%	50.3%	56.2%	47.0%	51.7%	50.9%	51.1%	56.8%	47.3%	51.5%
EMEA	32.5%	33.5%	30.2%	32.9%	37.6%	33.8%	36.9%	33.3%	32.2%	41.1%	35.9%
APAC	15.4%	12.2%	19.6%	10.8%	15.5%	14.5%	12.2%	15.7%	11.0%	11.6%	12.5%
Total revenue	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>Annual recurring revenue (In millions)</b>	<b>92</b>	<b>99</b>	<b>109</b>	<b>121</b>	<b>137</b>	<b>137</b>	<b>150</b>	<b>159</b>	<b>171</b>	<b>187</b>	<b>187</b>
<b>Recurring revenue net dollar-based retention rate</b>	<b>126%</b>	<b>128%</b>	<b>138%</b>	<b>140%</b>	<b>142%</b>	<b>142%</b>	<b>148%</b>	<b>142%</b>	<b>139%</b>	<b>137%</b>	<b>137%</b>

Note: This document should be read in conjunction with the Company's SEC Filings.